



FIG. 1

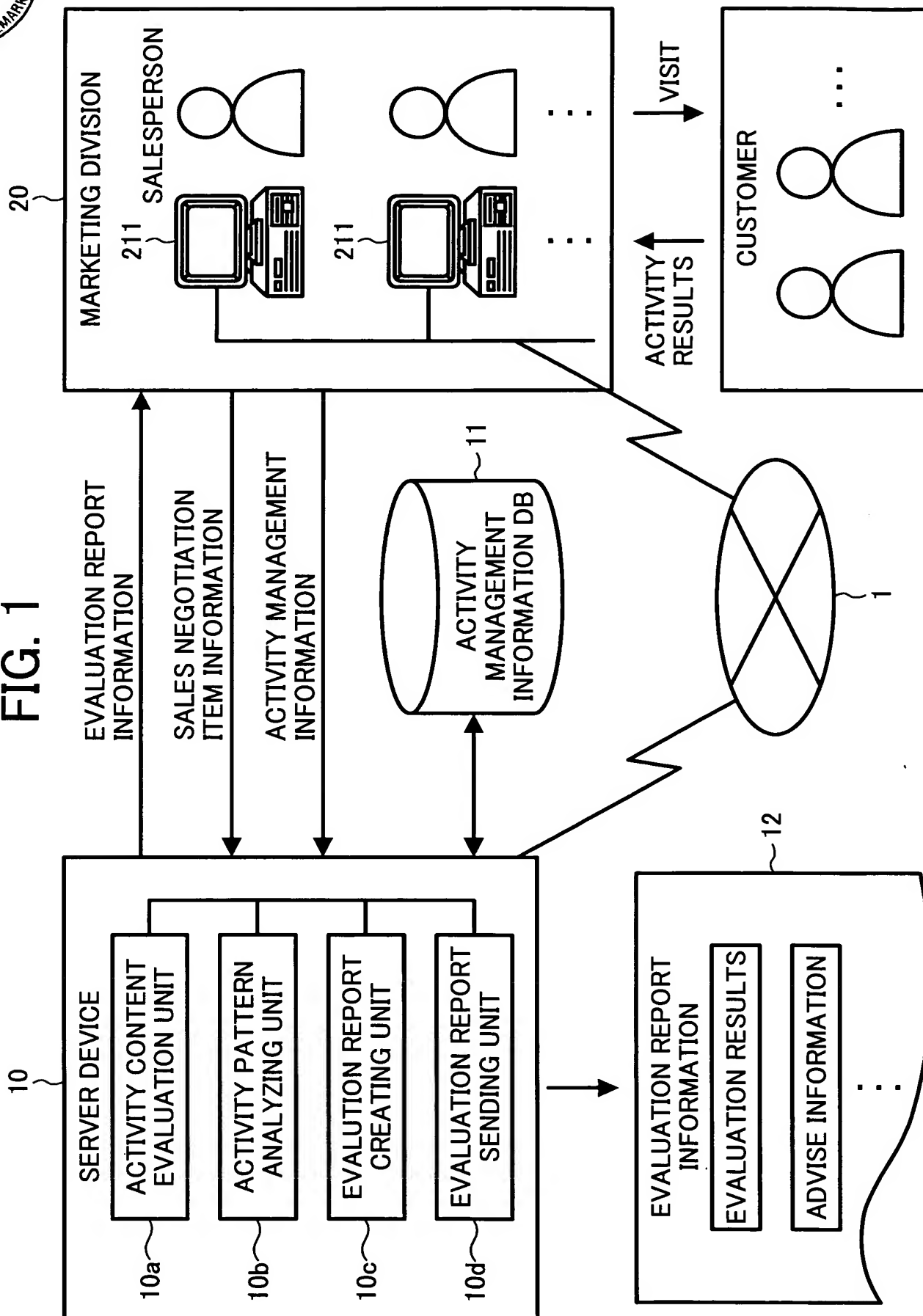


FIG. 2

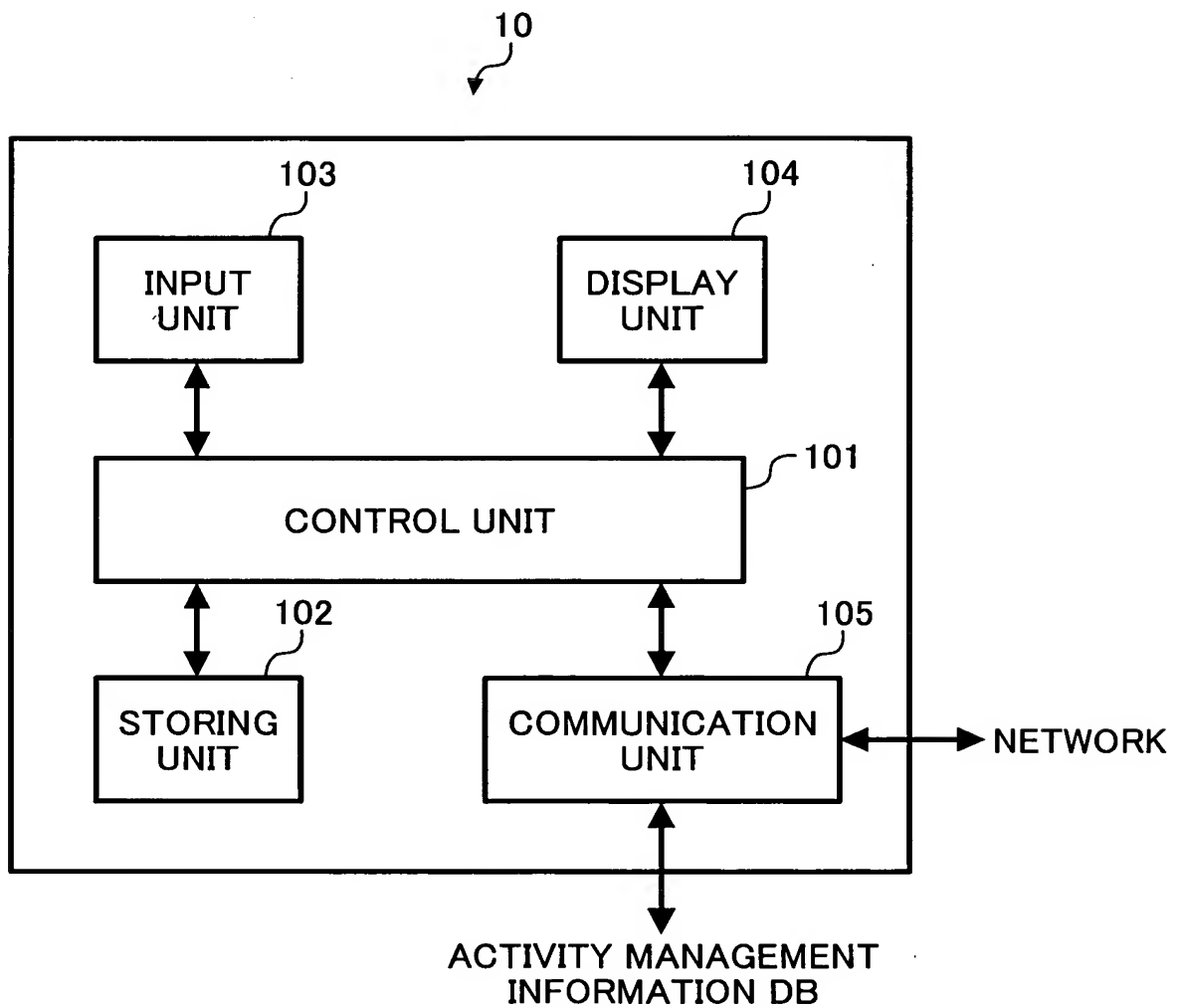


FIG. 3

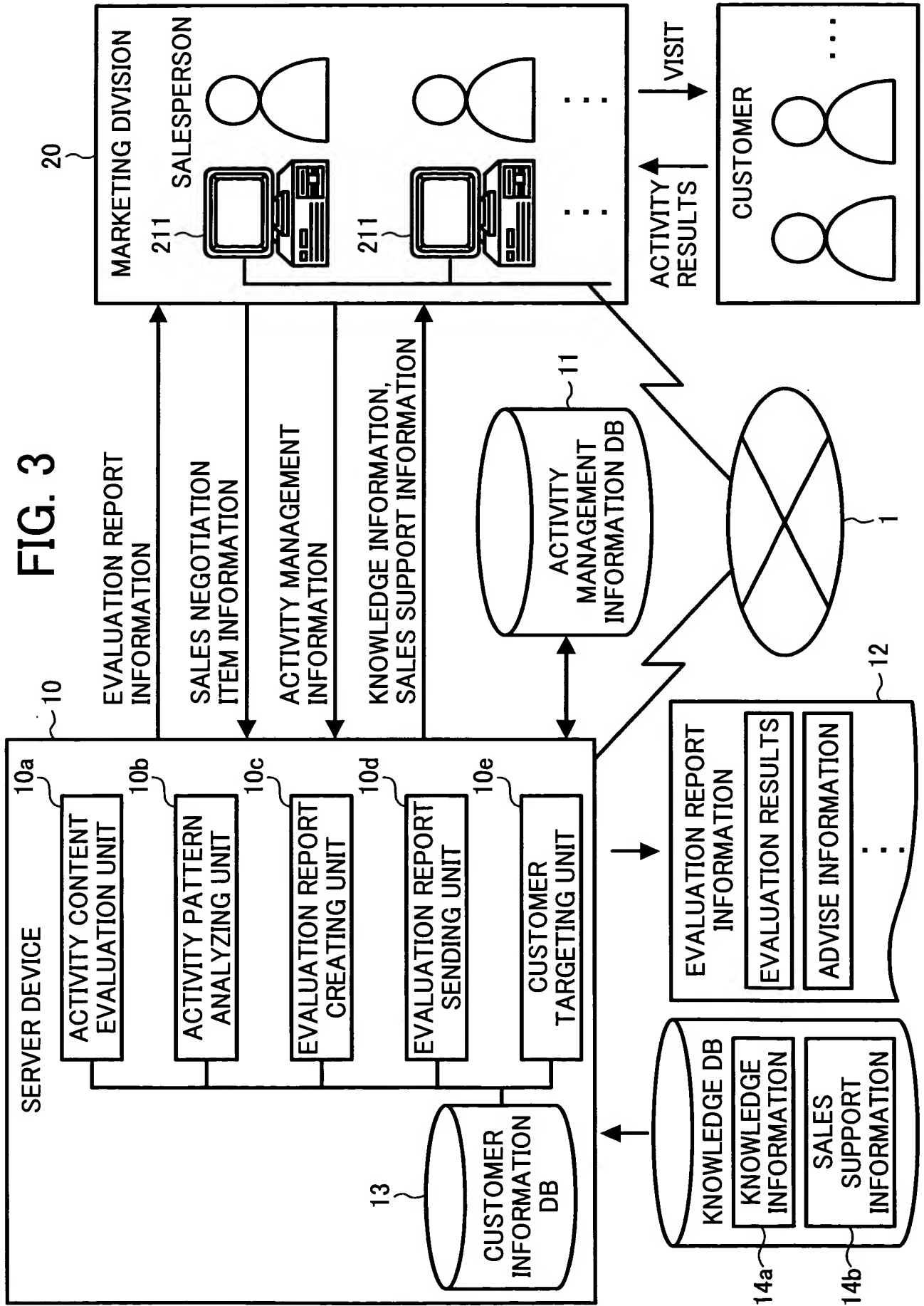


FIG. 4

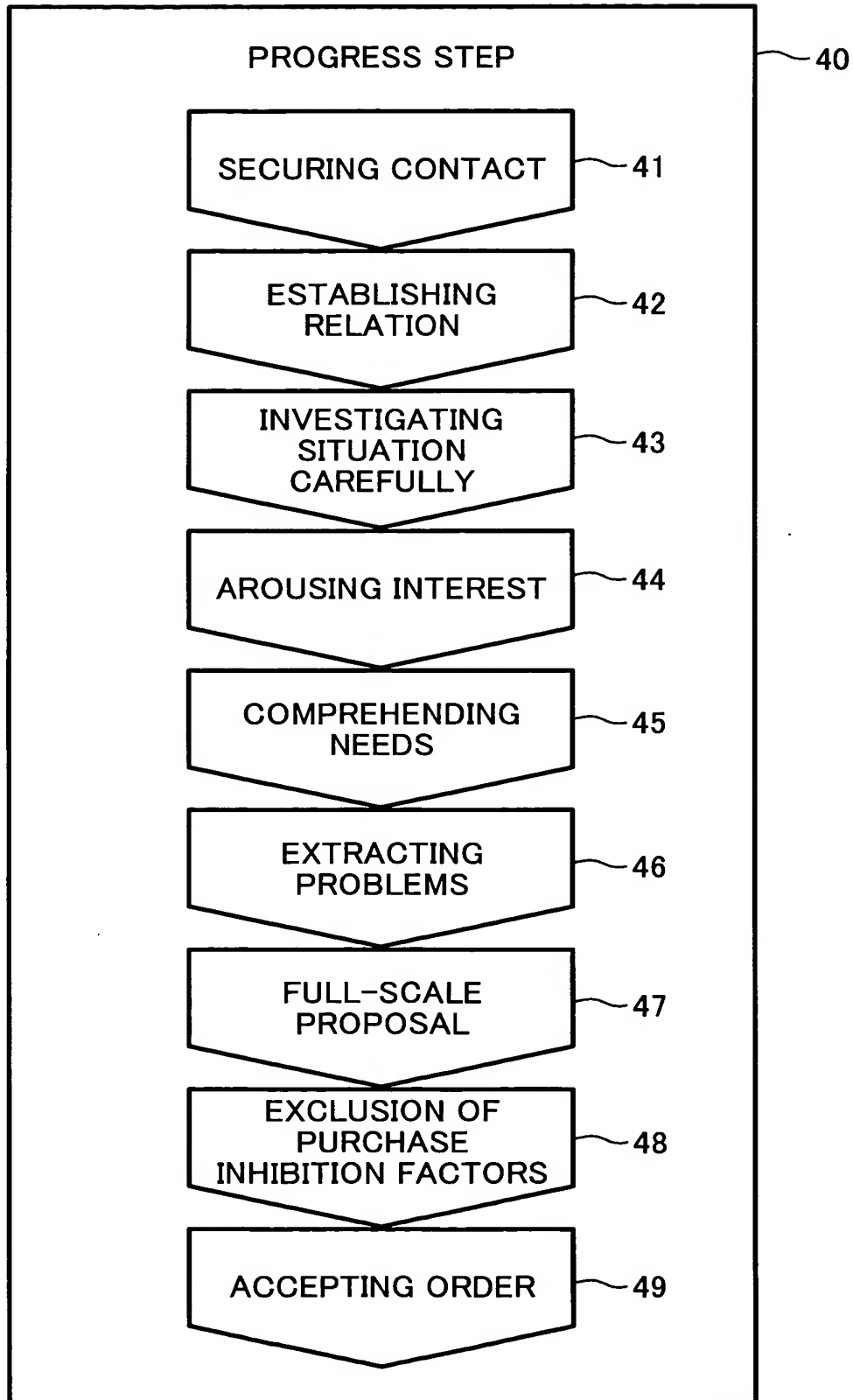


FIG. 5

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51	SALES COMPANY NAME			TOKYO R		
52	DEPARTMENT NAME			FIRST DEP.	SECOND DEP.	
53	NUMBER OF SALESPeOPLE TOTAL			34	19	
54	NUMBER OF REGISTERED ITEMS	ONGOING ITEMS (2002/2/2)		7 0.2	7 0.2	
		LOW	LEVEL 1	ITEMS PER PERSON	5 0.1	60 3.2
			LEVEL 2	ITEMS PER PERSON	0 0.0	0 0.0
			LEVEL 3	ITEMS PER PERSON	0 0.0	1 0.1
		MEDIUM	LEVEL 4	ITEMS PER PERSON	0 0.0	1 0.1
			LEVEL 5	ITEMS PER PERSON	0 0.0	3 0.2
			LEVEL 6	ITEMS PER PERSON	0 0.0	1 0.1
		HIGH	LEVEL 7	ITEMS PER PERSON	2 0.1	6 0.3
			LEVEL 8	ITEMS PER PERSON	0 0.0	2 0.1
			LEVEL 9	ITEMS PER PERSON	0 0.0	2 0.1
55	PRODUCT SPECIFICATION INFORMATION		CREATION RATE	0%	4%	
56	WRITTEN ESTIMATE INFORMATION		CREATION RATE	0%	0%	
57	ACTIVITY TIME INFORMATION		ACTIVITY TIME (PER DAY)	5.1	5.6	

FIG. 6

61	62	63	64
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE : 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS.....
.	.	.	.
.	.	.	.
.	.	.	.
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	x x x YEN	2
.	.	.	.
.	.	.	.
.	.	.	.

65

FIG. 7

61	62	63	64
EVALUATION REPORT (SALESPERSON : ONE'S DIVISION)			
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE : 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS.....
.	.	.	.
.	.	.	.
.	.	.	.
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	x x x YEN	2
.	.	.	.
.	.	.	.
.	.	.	.
ESTIMATE PROCEEDS			
.	.	.	.
.	.	.	.
.	.	.	.
MANAGER COMMENT			
WHEN MAKING CUSTOMER CALLS.....			

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FIG. 8

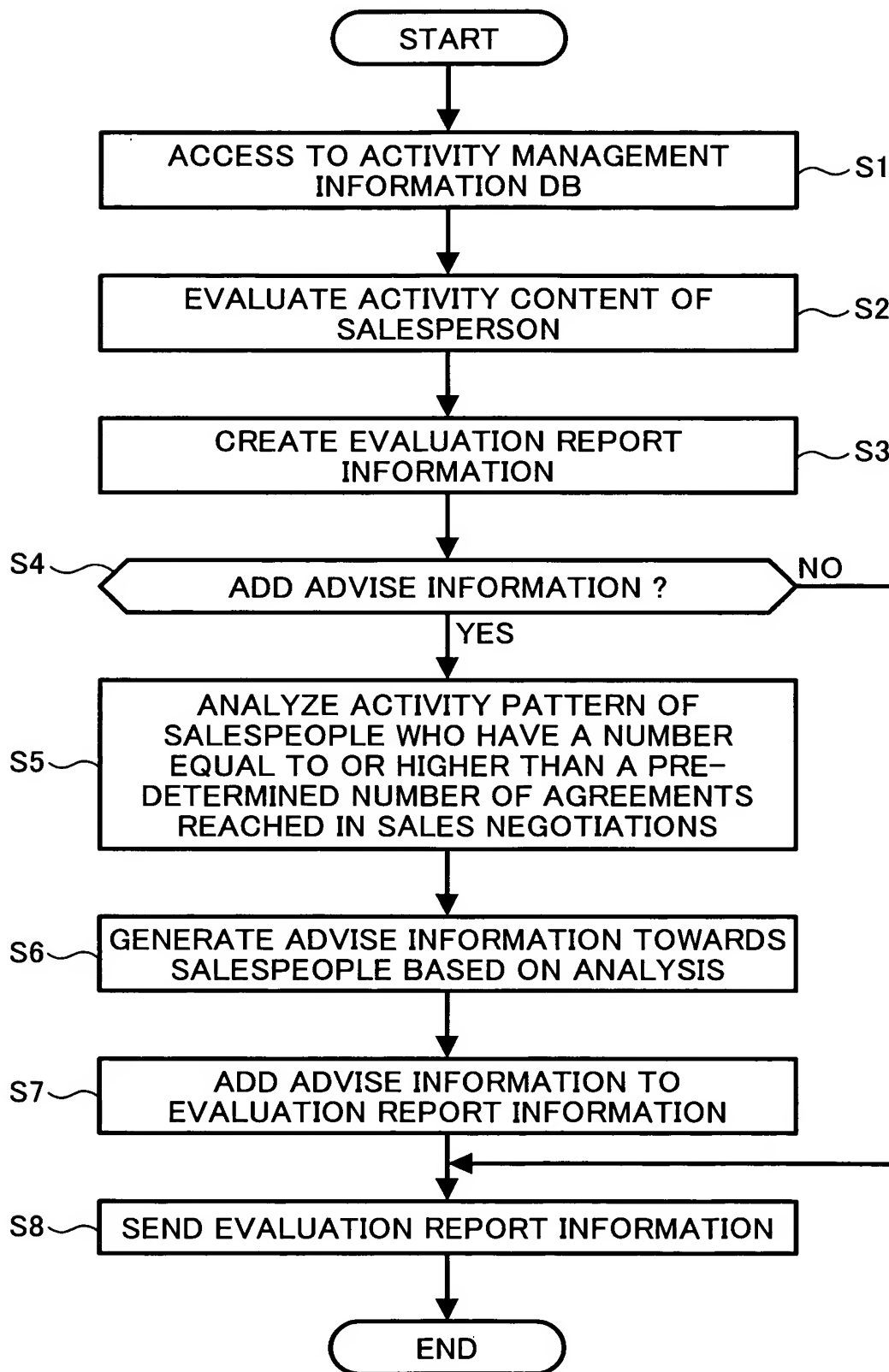


FIG. 9

